

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY ABU DHABI PRIORITY

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E.O. 11652: NA

TAGS: BEXP, TC

SUBJECT: PRODUCT OPPORTUNITY - PATROL BOATS FOR UAE COAST
--- GUARD

REF: A) STATE 308218 B) ABU DHABI 3463 C) ABU DHABI 3390

1. ALL FIRMS LISTED IN REFTTEL (A) MEET QUALIFICATIONS CRITERIA SET FORTH PARA 5 REFTTEL (C). SOME FIRMS MORE EXPERIENCED THAN OTHERS ALTHOUGH SOME HAVE RECENTLY WON PATROL BOAT CONTRACTS AND THEREFORE FULFILL QUALIFICATIONS REQUIREMENTS. SOME LISTED FIRMS HAVE A REPRESENTATIVE IN ABU DHABI FROM CORPORATE LEVEL OR HAVE BEEN IN DISCUSSION WITH ABU DHABI GOVERNMENT OFFICIALS ON SUCH A REQUIREMENT FOR MORE THAN A YEAR. WHILE NUMBER MAY APPEAR LARGE, MANY

OTHER FIRMS WERE ELIMINATED USING THE QUALIFICATION CRITERIA.
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TERIA.

2. CAN UNDERSTAND DESIRE TO RESPOND TO SPECIFIC OF ONLY SUBMITTING 4 NAMES AS REQUESTED BY THE CUSTOMER, HOWEVER UNDER OUR FREE ENTERPRISE AND FREEDOM OF INFORMATION CRITERIA, IT HAS NOT BEEN POSSIBLE IN THIS CASE; THERE ARE

JUST TOO MANY FINE SMALL BOAT BUILDERS IN THE U.S. AND THEY ARE LOOKING FOR BUSINESS. AS A FOR INSTANCE IF REFTEL (C)

HAD NOT SAID "THEY HAVE NOT EXCLUDED HYDROFOILS" BOEING WOULD NOT HAVE BEEN ON THE LIST. HOWEVER, BOEING AND UNIFLIGHT COULD JOIN FORCES AND PRESENT A FINE PACKAGE. PETERSON, SWIFTSHIPS AND TACOMA HAVE BEEN BUILDING PATROL BOATS FOR USN FOR SEVERAL YEARS. HALTER HAS MORE YARDS AND GREATER EXPERIENCE IN OTHER AREAS. DERECKTOR RECENTLY AWARDED COAST GUARD CONTRACT FOR 12-55 FOOT PATROL BOATS. BERTRAM, MARINETTE AND WILLARD HAVE PRODUCED MANY FINE SMALL PATROL BOATS FOR NAVY AND COAST GUARD.

3. RECOMMEND EMBASSY PRESENT LIST OF TEN NAMES JALAL USING FOREGOING INFORMATION AS BACKGROUND. ALL FIRMS PLAN TO CONTACT JALAL DIRECT PRESENTING THERE CREDENTIALS. SOME FIRMS WILL SEND REPRESENTATIVES TO THE SCENE IN JAN. OTHERS WILL ONLY SEND INFORMATION.

4. WHILE CURRENT INDICATES ARE THAT UAE PLANS TO MOVE QUICKLY, THIS IS NOT CONSISTENT WITH PAST EXPERIENCE OF U.S. BOAT BUILDERS ON THIS LIST OF TEN. APPRECIATE EMBASSY CONFIRMING THAT THIS TIME ITS FOR REAL. KISSINGER

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